

**Appendix C Pricing Index**  
**DIR-TSO-2701, Amendment 1**  
**Solid IT Networks, Inc.**

<b>Manufacturer/Product Line/Product Category</b>	<b>Customer Discount % off MSRP</b>
<b>Hardware</b>	
Aerohive Networks	24.00%
Aruba Networks	44.00%
Brocade	44.75%
Enterasys/Extreme Networks	48.00%
Juniper Networks	44.00%
Palo Alto Networks (PA 200 Platform)	40.00%
Palo Alto Networks (PA M100 - 200- 300 Platform)	40.00%
Palo Alto Networks (Hardware)	26.00%
Palo Alto Networks (Bundled Software)	23.00%
<b>Maintenance</b>	
Aerohive Networks	24.00%
Aruba Networks	4.50%
Brocade	32.00%
Enterasys/Extreme Networks (Hardware Support)	12.00%
Enterasys/Extreme Networks (Software Support)	6.00%
Juniper Networks	9.00%
Palo Alto Networks	10.75%
<b>Technical Services</b>	
Aerohive Networks, Technical Services	1.00%
Aruba Networks, Technical Services	3.25%
Brocade, Technical Services	1.00%
Enterasys/Extreme Networks, Technical Services	2.00%
Juniper Networks, Technical Services	1.00%
Palo Alto Networks, Technical Services	1.00%
Solid IT Networks, Inc. Technical Services	20.00%
<b>Accessories</b>	
Enterasys/Extreme Networks (Cables)	10%
Enterasys/Extreme Networks (Extreme Connectivity Devices)	10%
Palo Alto Lab Units	1%